

# Maine District Office News

July 2007

## U.S. Small Business Administration

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### For More Information

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- SBA Answer Desk:  
1-800 U ASK SBA
- Fax: 202-205-7064
- E-mail: [answerdesk@sba.gov](mailto:answerdesk@sba.gov)
- TDD: 704-344-6640
- Your rights to regulatory fairness:  
1-800-REG-FAIR
- SBA Home Page: [www.sba.gov](http://www.sba.gov)

*All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.*

## LETTER FROM MARY McALENEY

Friends,

As many of you are aware, I have left my job as District Director, at the SBA, the end of June. I have been privileged to serve as Maine's District Director for nine years. My Mother always said 'don't get too comfortable, keep looking for new challenges and opportunities.' At decision time, my Dad always said, 'go sit on a warm rock and think, it will come to you.' Taking their advice, I have decided it is time for the next chapter of my journey, time for new adventures, opportunities and challenges. I will spend the summer on my beloved Long Island in Casco Bay, enjoying each day as it comes. To salve my Yankee work ethic, my nephew and I have recreational lobster licenses and my niece and I share a garden plot. For the first time in forty-five years, no plans for the summer or the fall!

I want to thank you for your friendship during my tenure at the SBA. Together we accomplished much in nine years. I have been privileged to work with each of you; businesses, policy makers, educators, elected leaders, lenders, and entrepreneurial service providers. You are all talented people who dedicate your lives to helping the Maine economy expand and her communities thrive, one business and one job at a time. The work we accomplished together will continue to bear fruit for years to come.

Due to the network of community lenders and SBA/FAME partnership, the SBA loan dollar amount grew from \$35 million in 1998 to 90 million in 2006. That translates from just over 250 loan guarantees to over 600 loan guarantees in nine years. The economic impact of the Maine SBDC grew from about one million per year to forty-one million in the same time period. We established partnerships recognized and duplicated around the country. The Maine SBDC/ Maine Technology Institute and the FAME/SBA partnership are national models.

I count my self among one of the most fortunate people in the world. To be able to work for the people of the state of Maine in many different capacities; to give back to a state and people that I love; to play a small part in helping entrepreneurs follow their dream, and to now have the luxury of time to relax, recharge, 'sit on a warm rock' and think about what comes next is a gift beyond measure. We all know that Maine is not a small state but a big family, so I look forward to our paths crossing again and again.

Sincerely,

*Mary McAleney*





Pictured - Mary McAleney and Senator Lynn Bromley (D-South Portland)

### ***McAleney Recognized by the Maine House and Senate***

On June 11<sup>th</sup>, Mary McAleney received an official expression of sentiment from the Members of the Maine Senate and House of Representatives.

Retiring from the SBA after nine years as the Maine District Director, her commitment to building public and private partnerships giving Maine businesses the tools they need to start and expand their businesses, was applauded by 123<sup>rd</sup> Legislature and the people of the State of Maine.



### **LENDER FORUMS AND READYTALK TRAINING**

The response to the Lender Forums held throughout the State from November through May received a great response from our lending, economic development and resource partners. The forums were designed as a refresher course for both lenders and economic development entities on the available state and federal financing sources to assist in financing Maine's small businesses. These forums also provided an opportunity to showcase the technical assistance available through the Maine Small Business Development Centers (MaineSBDC) and SCORE, counselors to America's Small Businesses. We plan to continue these forums in the coming fiscal year starting in October.

## **MAINE SBA ROLLS OUT PATRIOT EXPRESS INITIATIVE AT CAMP KEYES**

On June 13<sup>th</sup>, 2007, the U.S. Small Business Administration (SBA) announced the SBA's Patriot Express Pilot Loan Initiative ([www.sba.gov/patriotexpress](http://www.sba.gov/patriotexpress)) at Camp Keyes in Augusta.

McAleney said when announcing the program, "The SBA is proud to be aiding America's heroes. With all that we do, in recognition of all that they've done, it's our privilege to be able to join these brave men and women and their spouses as they reach for their post-military dreams."

"This Initiative is the first one of its kind, where members of the Reserves and Guard, and their spouses, are eligible within the parameters of a SBA guaranteed business loan program." said Major General John W. Libby, Adjutant General, Maine National Guard.

This program, the Patriot Express, focuses the SBA's full menu of financial, procurement, and technical assistance programs on the military community. Eligible military community members include: veterans, service-disabled veterans, active-duty service members participating in the Transition Assistance Program, Reservists and National Guard members and current spouse of any of the above.

Gordon Platt, Maine Small Business Development Center (Maine SBDC) said, "At the Maine SBDC, we are proud to assist our military community. We provide services such as development of business plans, manufacturing assistance, financial packaging assistance and government contracting assistance. A veteran myself, I applaud the SBA and other federal partners, for creating this program that has a much broader base than any other program designed to assist the military community."

For more information on SBA's programs and services directed to the military community, contact John Gardner, Maine Veteran's Affairs Officer at 622-8555 or [john.gardner@sba.gov](mailto:john.gardner@sba.gov).



Pictured – left to right - Tim White, CFO, Penobscot Bay Media, Steve Wallace, Veterans Training Resource Center, Mary McAleney, Maine SBA District Director, Gordon Platt, Maine Small Business Development Centers and Major General John Libby

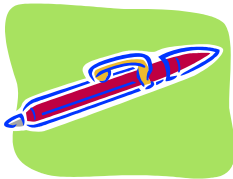
The ReadyTalk lender training sessions were also well attended by the lending community. We will begin new sessions in the fall. Please contact Helen Brimigion at 207-622-8394 or [helen.brimigion@sba.gov](mailto:helen.brimigion@sba.gov) with any suggestions for future topics. Two possible topics include a live demonstration of the recently redesigned [www.sba.gov/banking](http://www.sba.gov/banking) website and the other is a more in-depth training on the Patriots Express Loan Initiative.

## LD905 – SIGNED INTO LAW

On June 21<sup>st</sup>, 2007 Governor John Baldacci signed LD905 into law. This small business regulatory flexibility provision reduces the regulatory burden on small firms and makes information about rulemaking available to the public.

“The State of Maine has taken an important step toward a more transparent regulatory agency,” said Thomas Sullivan, SBA Chief Counsel for Advocacy. “By passing this measure, Maine’s legislature exemplifies strong support for the small business community as well as for more rational regulation,” added Sullivan.

Representative Chris Rector said, “This is an important step in strengthening Maine’s entrepreneurial environment. My constituents and other small business owners are now assured a stronger voice in the development of state regulations that have a direct affect on them.”



Pictured – left to right - Mary McAleney, Maine SBA District Director, David Clough, Maine State Director, NFIB, Representative Christopher Barstow (D-Gorham), Steven Adams, SBA New England Regional Advocate, Governor John Baldacci, Representative Christopher Rector (R-Thomaston), Senator Lynn Bromley (D-South Portland), Representative Walter Wheeler (D-Kittery) and Thomas Sullivan, SBA Chief Counsel for Advocacy.

## MAURICE DUBÉ ASSUMES DISTRICT DIRECTOR DUTIES IN MAINE

Maurice “Moe” Dubé assumed the duties as District Director of the Maine SBA office, July 1, 2007. He succeeds Mary E. McAleney, who retired June 30<sup>th</sup>, after serving in that capacity for nine years. Dubé most recently served as District Director for the Commonwealth of Massachusetts and was District Director in the St. Louis, Missouri, office prior to returning to New England. Dubé has over 33 years of service with the federal government, having worked for the IRS in Virginia and in Maine, prior to joining the ranks of the SBA in the Pine Tree State, in 1987. He is a native of Lewiston, Maine, where he and his wife, Anita, currently reside. A graduate of St. Dominic’s High School and Bates College, Dubé is a veteran of the U.S. Army and retired as a Lieutenant from the U.S. Coast Guard Reserves in 1994.

“I have known Mary McAleney for nearly fifteen years and worked closely with her since 1998. She has had an unbelievable impact on the SBA and the small business community in Maine. I look forward to building upon her accomplishments and helping move the SBA agenda forward,” Dubé stated.

Over his years at the Maine SBA, Dubé worked in tandem with SBA’s resource partners at the Maine SBDC, SCORE and the Women’s Business Center at CEI. He interacted and facilitated activities with the Congressional offices, state and local officials, chambers of commerce and other organizations in the economic and business development community. “I am really looking forward to coming home to Maine. It should be a short learning curve and my experience in Missouri and Massachusetts will serve me well, in my new position,” Moe confirmed. One of the initiatives he has been working on in Massachusetts involves an economic development visitation exchange with organizations and businesses in Maine and Massachusetts and that concept is expected to expand.

“I am very grateful to Mary and our former boss and friend, Charlie Summers, who recently left his position as the head of SBA for New England to serve with the U.S. Navy in Iraq, for their guidance and help over the years. I also very much appreciate the confidence placed in me and the support of the members of our Congressional Delegation and their staff. It is a privilege to be granted the opportunity to once again serve the people of Maine, my neighbors and friends,” Moe concluded.

## SBA STEPS UP TO HELP PATRIOT’S DAY STORM VICTIMS

On April 16<sup>th</sup>, flooding occurred for the second year in a row in the York and Cumberland counties severely impacting the mid-coast area all the way from Augusta to Washington County.

The SBA and the Maine Small Business Development Centers (Maine SBDC) were available to assist business owners, renters and homeowners across the State. The Maine SBDC established a single online source for disaster aid information for Maine’s businesses. This comprehensive information source made it easier for business owners to find information on all types of assistance available to help them.

Immediately following the storm, the Maine SBA again coordinated with the Maine and local Emergency Management Agency officials, municipalities, lenders and state agencies to assist affected individuals. SBA’s Senior Area Managers Alden Turner and Herb Thomas and Business Development Specialist John Gardner, spent time meeting with affected businesses and local emergency offices. SBA wanted to ensure that everyone be aware of what steps to take in order to use SBA’s disaster recovery funds.



## SBA CELEBRATES SUCCESS AWARDS CELEBRATION IN WATERVILLE ON MAY 23rd

Over 250 family, friends and associates, gathered at the Elks Lodge in Waterville, to celebrate the Maine SBA's 2007 Small Business and Champion Award winners.

The evening started out with the singing of the National Anthem by students at Waterville High School and finished with a presentation of a floral spray to Mary McAleney, Maine SBA District Director, who had recently announced her retirement as of June 30th, 2007.

In between, there was good food, camaraderie, funny stories, and wonderful heartfelt speeches from award winners. We would like to share some photographs taken at the celebration.



Small Business Person of the Year – Michael Boulet, Mainely Trusses, Fairfield



Small Business Exporter - WahlcoMetroflex, Lewiston



Financial Services Champion - John Witherspoon,  
Finance Authority of Maine (FAME)



Jeffrey Butland Family Owned – David Whitney,  
Whitney Blueberries, Whitney Wreath – Machias



Veteran Small Business Champion – Steve Wallace  
Training Resource Center, Portland



Women in Business Champion - Audrey Zimmerman,  
Maine Centers for Women, Work & Community



Small Business Journalist – Deborah Neuman  
Back to Business Radio – Orono



Home Based Business Champion – Jane Searles,  
Maine Centers for Women, Work & Community